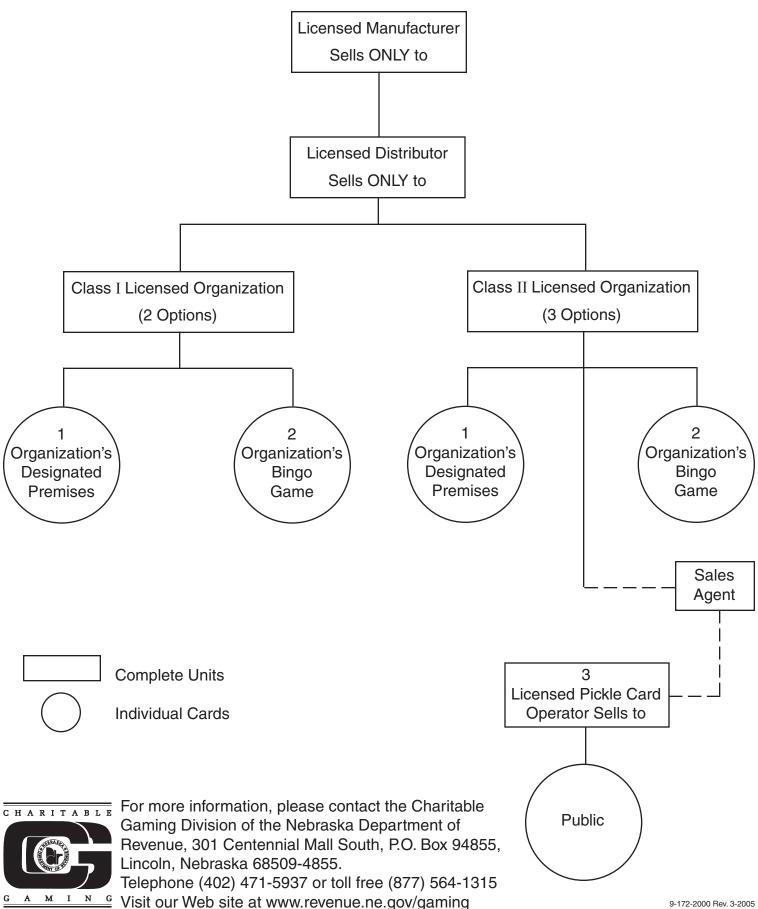
How Pickle Cards Are Sold



Marketing of a Pickle Card Unit Examples based on a 4,000 count unit and prize payout of 75%

Description of Unit

		\$1 .	00 Card	\$	6.50 Card
Gross Proceeds		;	\$4,000		\$2,000
Less Prizes	75%*	_	-3,000		-1,500
Definite Profit		;	\$1,000		\$ 500
	Operator Commission	า	#		4.50
Operator Commission	Maximum 30% of Definite Profit		-\$300		<u>-\$150</u>
Organization Receives From Operator			\$700		\$350
	Organization Costs				
Unit Cost	Actual	\$75		\$75	
Imprinting	Actual	5		5	
Pickle Card Tax	10% of Definite Profit	100		50	
Sales Tax	Actual	10		7	
Excise Tax	Actual	10		5	
Total		\$200	-	\$142	
Allowable Expenses					
Sales Agent Commission	Maximum 4% of Definite Profit**	\$40		\$20	
Organization Expense		40		20	
Total Allowable Expense	Maximum 8% of Definite Profit	\$80		\$40	
Total Expense Allowed to be Paid	d by Organization	7-5	\$280	Ŧ · •	\$182
	Organization Profit		\$420		\$168

^{*} Prize payout must be at least 65% and not more than 80%
** Included within 8% overall expense limitation.